



AVIATION ASSISTANT GENERAL MANAGER

(COMMERCIAL DEVELOPMENT)

SALARY Negotiable up to 150,676

Salary Grade 50

Resumes will be accepted beginning May 18, 2005, until vacancy is filled. Our office hours are from 8:30 a.m. – 4:30 p.m., Monday through Friday.

The Aviation Assistant General Manager directs the Airport's revenue producing activities and programs, and has primary responsibility for developing and expanding the Airport's revenue base by developing new revenue initiatives, improving existing programs and activities, and recommending new policies or changes to existing policies that would improve revenue performance and airport services; plans, recommends, initiates and directs the implementation of new revenue-producing initiatives, including improvements in the financial and operating performance of existing concessions and property management programs. This employee will supervise others with the direct and day-to-day responsibilities for retail and concessions, parking, property management and airline liaison functions, marketing and business development, and maintaining customer service standards, providing overall program direction to achieve annual and long-term goals. This position reports to the Deputy General Manager and assists the General Manager and Deputy General Manager in presenting the business case and benefits of policy changes designed to improve revenue performance

MINIMUM JOB REQUIREMENTS

Bachelor's degree in Business or a related field, MBA preferred; and five (5) years of demonstrated success and experience in administering and developing a large-hub concessions and property management programs. Strong writing, analytical, and presentation skills. Strong understanding of airport industry commercial and financial policies and practices. Ability to develop business strategies and implement strategies in a large airport environment. Strong negotiating skills. Ability to innovate and overcome resistance to change. An equivalent combination of training and experience will be determined under prescribed guidelines.

E-Mail

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Mail Resume

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Department of Human Resources

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Equal Employment Opportunity Employer